

Note of information for the tender:

Experts (international and local) for Business Export Coaching activities in the spices sector in Ethiopia

Date: 15-02-2021

General announcement: Please note that all communication is to be in the English language.

Number	Question	Answer
1.	Can Individual consultant without trade license registration can participate on this specific tender?	Yes, you will need a registration.
2.	If it is individual how can he give liability or suitability requirements you required on the tender document can be meet	The requirements are related to the registered entity.
3.	I am from Ethiopia and out of the four lots in the tender document can Ethiopian citizen living in Ethiopia can apply in other lots(1, 2 and 4) than lot 3 ?	Yes.
4.	In the general terms of the contract agreement it is sated 3 years with 2 options for extension of 1 year whereas in duration of the general frame work agreement terms of 2 years with 2 optional extensions of 1 years: don't you think there is some discrepancies and would you please which one is correct	The correct one is 3 years with 2 options for extension.
5.	Do I need to register to submit the tender ? if I can't to register Is there any way to send my tender document application ? if there is where?	Yes you need to register, as a company and at TenderNed.
6.	How do I get TAN Code if SMS message is not coming to my mobile address?	You might need access to an European mobile in order to receive the text message and to be able to submit your proposal. This depends on the policy of your mobile provider.
7.	Can owner of the company can also participate as tenderer?	You need to be registered in order to participate in the tender.
8.	We refer to your paragraph 3.2 General Requirements. Our proposed lead expert offers the requested experience of virtually all the bullet points mentioned under 3.2. Regarding the second bullet point "Adequate knowledge	You will not be excluded based on this answer, but someone with the same expertise but then with spices will get more points awarded.

Number	Question	Answer
	and experience on relevant aspects related to production and supply chain management of spices market”, our expert offers such expertise, but mainly in the area of somehow familiar products such as baobab, cashew and processed products and natural ingredients. Would it be possible to qualify for this specific requirement this way, as described above?	
9.	Alternatively, since we plan anyhow to team up for this tender with a supplementary and supportive partner who has almost 40 years of relevant experience related to production and supply chain management of spices; can we rely on his expertise to meet this specific requirement? As mentioned, he will remain available during the entire project duration and will support our lead expert with some specific support activities.	Please see 7.3.16 of the tender document. If you want to rely on the experience and input of a third party you can set up a collaboration. But the expert who is the contact person for the companies and CBI must meet all requirements as stated in chapter 3.
10.	Which types of spices will be offered by the selected companies?	It is expected that the focus will be on chili and kurkuma but the selection is open for any type of spice.
11.	In article 2.5 of the tender document, you mention that CBI aims to set up a market systems approach. Besides the involvement of local business coaches in trainings, what will this approach entail and what is expected of the Business Export Coach?	The market systems approach is an integral part of the CBI strategy 2021-2025. The market system is used as framework to understand the institutional underlying causes (root causes) of negative development outcomes, and based on solutions for those underlying causes the strategy will be defined. So the solution will be adapted to the problem (root causes) and the local context in collaboration with local partners, instead of a one-size-fits-all CBI export coaching trajectory. For the Business Export Coach this means in general that together with selected SMEs you will look for solutions to export barriers by looking into demand/supply relationships and you will be supporting/facilitating the offering of services to SMEs. Also, you will work more demand-based, i.e. SMEs decide themselves what they want to invest in based on their demands.
12.	Is it possible to select, train and coach companies on exports to other markets than Europe when needs in other markets offer a better match for the companies?	Yes, regional markets are also an option as long as there is potential for value addition for the exporter.

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13.	Our expert applying for one of the lots is both employed by a Dutch B.V. and by a Dutch foundation, but he will be applying on behalf of the B.V. On behalf of the foundation, another expert will also apply for another lot. We are wondering if this would be problematic for the assessment of both applications?	Since these are to different legal entities this is permitted.
14.	If 'gender' is mentioned in the title of the tender document, then why is a gender perspective missing in the result description and in the target group and beneficiaries (page 9 -10)?	Export promotion is the core of all CBI projects. The so-called proof of the pudding is in the participating SMEs increasing their export. The results description in the Tender document is based on that. The Tender document is not the same as the project Business Case or Results Monitoring plan. In those documents, specific gender targets are stipulated per KPI. E.g.: # jobs created for women, # of women in supervision positions in spice sector. Or, more detailed: # of women have improve competences, # of contracts (at SMEs) with clause for women support (such as maternity leave), or # discussions on equal labor conditions in sector platform.
15.	Why is the maximum daily rate for the Gender Expert Euro 400,-, as compared to the rate of Euro 700,- for the Business Export Coach and the Institutional Development Consultant?	It is not explicitly mentioned in the ToR that we aim for a local gender consultant. Hence we value if the consultant has a lot of experience in Ethiopia and lives in the region or lives in Ethiopia. For that reason the rate is 400 euro.
16.	Why is the DSA different for the Gender Expert as compared to the Business Export Coach and the Institutional Development Consultant	DSA is only applicable for consultants not living in Ethiopia. The amount is the same for all lots.
17.	Do you have a local provider in mind for LOT 4?	Please see the answer above.